

RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

March 20, 1998

RJR Account #194040

Ms. R. Fairbanks

FINKLE DIST., INC.

SALEM TEAR TAPE PROMOTION #800438: JUNE (#806)

Dear Ruth:

SALEM .30¢ Tear Tape product has been ordered in reference to the above promotion. Ship number of cartons per brand style to your participating retail accounts as identified on the attached Customer List. No Displays are required, as retailers will utilize Displays they received with the April Salem Tear Tape distribution. This product is being shipped to you @ \$3.00/carton off-invoice.

RJR will reimburse you \$4.75 per 6M promoted case shipped to retail on a timely basis. This equates to \$90.25 (19 (6M) case(s) @ \$4.75). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

| | |
|--|-------------------|
| PARTNERS 'BONUS' REPORTING DESCRIPTION | 'SAL 98 .30/1 PK' |
|--|-------------------|

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell

Promotional Coordinator / 1610

/jc

cc: R. Tanchyk

Enc. Retail Customer List

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

SAL-JUNE.DOC

51845 8418

JUNE DELIVERY
SALEM TEAR TAPE
FINKLE DIST., INC.

| <u>UPC Code</u> | <u>SALEM BRAND STYLE</u> | <u>#/ (6M) Cases @ .30¢ Off</u> |
|-----------------|------------------------------|-------------------------------------|
| 12300-24194 | Full Flavor | <u>5</u> |
| 12300-24195 | Full Flavor 100 | <u>4</u> |
| 12300-24196 | Light | <u>5</u> |
| 12300-24197 | Light 100 | <u>5</u> |

*****UTILIZE ANY RESIDUAL BRAND STYLE QUANTITIES FROM MAY PRODUCT
DISTRIBUTION TO MEET JUNE DISTRIBUTION AS NEEDED*****

Product / Premium Arrival: **May 26, 1998**
Ship Date to Retail: **Week of: June 8, 1998**
EFT \$ Amount: **\$5,893.26**

JUNE Drive Period 806 / Promotion #800438

PROMOTION DESCRIPTION:

**SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER
AS INDICATED ON THE ATTACHED CUSTOMER LIST.**

**RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY
WHICH WAS SHIPPED WITH APRIL PRODUCT DISTRIBUTION**

JUNE DELIVERY

51845 8419

BPEN5BB2

WORKPLAN VAP TEMPLATE LISTING

PAGE: 13

DATE: 98-04-07

TIME: 01:46 PM

WHOLESALE : 194040 FINKLE DISTRIBUTORS, INC. <DIRECT>
 TEMPLATE : 800438 80600 SAL 98 .30/1 NO
 SALES LEVEL : 16XXXX

| TERR | RETAIL | ACCT | NAME | ADDRESS | CITY | ST | ZIP | M85 QTY | M100 QTY | LT M85 QTY | LT M100 QTY | TOTAL QTY | CHAIN-ID | SUPPLIER |
|--------|--------|--------|---------------------|--------------------|-------------|----|-------|------------|-------------|------------------|-------------------|--------------|-----------|----------|
| 162202 | 162238 | 172455 | GAROFALO GROCERY | 155 E BRIDGE ST | OSWEGO | NY | 13126 | 1 | | 2 | 1 | 4 | | 975177 |
| 162202 | | 172887 | B J'S CONVENIENCE | 301 W GENESEE ST | AUBURN | NY | 13021 | 1 | 1 | 2 | 1 | 5 | | |
| 162202 | 162238 | 289246 | D & W CONVENIENCE | RT 104 & 104B | NEW HAVEN | NY | 13121 | 2 | | | 1 | 3 | | 975516 |
| 162202 | 162238 | 461642 | BOBBY T'S INC. | 2640 ROUTE 3E | FULTON | NY | 13069 | 1 | | 1 | | 2 | | 975532 |
| 162202 | 162238 | 507381 | SCRIBA MINI MART | 5617 STATE ROUTE | SCRIBA | NY | 13126 | 1 | 1 | 1 | 1 | 4 | | 975706 |
| 162202 | 162230 | 549109 | BAYBERRY MOBIL | 7549 OSWEGO RD | LIVERPOOL | NY | 13090 | 1 | | | | 1 | | 977678 |
| 162202 | 162238 | 649926 | STEVE'S PLACE | 107W BRIDGE ST. | OSWEGO | NY | 13126 | | | 1 | | 1 | | 975185 |
| 162202 | 162236 | 673953 | BILL'S CLEVELAND | 276 STATE ROUTE 4 | CLEVELAND | NY | 13042 | | | 1 | 1 | 2 | | |
| 162202 | 162236 | 675059 | JAMIESON CORS CONV | RTE. 17 + ST RTE | YORKVILLE | NY | 13495 | | 1 | | | 1 | | 971127 |
| 162202 | 162238 | 684885 | PIT STOP #99 | 433 COUNTY ROUTE | FULTON | NY | 13069 | 1 | | 2 | 1 | 4 | | 975169 |
| 162202 | 162238 | 693564 | BEAR ROAD MOBIL | VRC ENTERPRISES | NORTH SYRAC | NY | 13212 | 1 | | 1 | | 2 | | |
| 162202 | 162238 | 762523 | MINETTO MINI MART | 2737 NY ROUTE 49 | MINETTO | NY | 13115 | 1 | 2 | 1 | 1 | 5 | | 978270 |
| 162202 | 162238 | 762537 | BREWERTON TRUE VALU | RT 11 & BARTELL R | BREWERTON | NY | 13029 | | | 1 | | 1 | | |
| 162202 | 162237 | 762896 | R & J MOBIL EXPRESS | 500 7TH NORTH ST | LIVERPOOL | NY | 13088 | 2 | 1 | 4 | 2 | 9 | | |
| 162205 | 162230 | 699104 | POOJA ENTERPRISES | 4223 MILTON AVE | SYRACUSE | NY | 13219 | | | 1 | 1 | 2 | | 959460 |
| 162205 | 162237 | 760381 | POPPY'S PLACE | 507 WESTCOTT ST | SYRACUSE | NY | 13210 | 1 | 1 | 1 | 1 | 4 | | |
| 162205 | 162230 | 762043 | KELLY MOBIL | 631 S GEDDES ST | SYRACUSE | NY | 13204 | 1 | | | | 2 | | |
| 162206 | 162236 | 172167 | B & K CONVENIENCE | 4644 TABERG ROAD | TABERG | NY | 13471 | | | 1 | 1 | 3 | | |
| 162206 | 162233 | 177340 | PALACE CIGAR STORE | 277 MAIN ST | ONEONTA | NY | 13820 | | | 1 | | 2 | | 906305 |
| 162206 | 162237 | 186747 | MOBIL #08545F | 224 W GENESEE ST | FAYETTEVILL | NY | 13066 | 1 | 1 | 1 | 1 | 4 | 1850-0000 | |
| 162206 | 162234 | 545117 | MARCY DISCOUNT BEV | 9270 RIVER ROAD | MARCY | NY | 13403 | 1 | 1 | 1 | | 3 | | 980888 |
| 162206 | 162237 | 607467 | LYNDON MOBIL | 6898 EAST GENESEE | FAYETTEVILL | NY | 13066 | 1 | 1 | 1 | 1 | 4 | 1850-0000 | |
| 162206 | 162235 | 653577 | GAZEBO NEWS | 14 W MAIN ST | MOHAWK | NY | 13407 | | | 2 | | 2 | | 936815 |
| 162206 | 162236 | 762157 | SAKRAN & CESARIO IN | 7595 KIRKVILLE RD | EAST SYRACU | NY | 13057 | 1 | 1 | 1 | 1 | 4 | | 964171 |
| 162206 | 162237 | 762367 | MANLIUS MOBIL | 325 FAYETTE ST | MANLIUS | NY | 13104 | 1 | | 2 | 1 | 4 | 1850-0000 | |
| 162210 | 162227 | 643758 | GUJAR PETROLEUM | RT 209 | ELLENVILLE | NY | 12428 | 5 | 2 | 3 | 4 | 14 | | |
| 162302 | 162320 | 362026 | BAILEY DELI & BAKER | 43 CANADA ST | LAKE GEORGE | NY | 12845 | | | 1 | | 1 | | 986356 |
| 162302 | 162320 | 561050 | MINI CHOPPER #109 | AMHERST & IROQUIS | LAKE GEORGE | NY | 12845 | 1 | 1 | 1 | 1 | 4 | 1427-0000 | |
| 162302 | 162320 | 737866 | HUDSON MART | 346 MAIN ST | HUDSON FALL | NY | 12839 | | | 1 | | 1 | | |
| 162302 | 162320 | 767092 | MINI CHOPPER #63 | 127 RIDGE ST | GLENS FALLS | NY | 12801 | 1 | 1 | 1 | 1 | 4 | 1427-0000 | |
| 162302 | 162320 | 767583 | MINI CHOPPER #62 | 538 AVIATION RD | QUEENSBURY | NY | 12804 | 1 | 1 | 1 | 1 | 4 | 1427-0000 | |
| 162303 | 162324 | 027186 | SAS SINGH AUTO SERV | 2470 ALBANY ST | SCHENECTADY | NY | 12304 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162324 | 067585 | SNYDER'S SERVICE ST | 3080 CARMEN RD | SCHENECTADY | NY | 12303 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162322 | 130267 | REID HILL MOBIL | 165 CHURCH ST | AMSTERDAM | NY | 12010 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162324 | 130271 | CLYDES STOP N SHOP | WASHINGTON ST & PE | JOHNSTOWN | NY | 12095 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162322 | 175544 | CHAZANS PHARMACY | 31 NEW SCOTLAND A | ALBANY | NY | 12208 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162322 | 175613 | MINI CHOPPER #64 | 821 NEW SCOTLAND | ALBANY | NY | 12208 | 1 | 1 | 1 | 1 | 4 | 1427-0000 | |
| 162303 | 162324 | 175765 | MINI CHOPPER #65 | 2248 BROADWAY | SCHENECTADY | NY | 12306 | 1 | 1 | 1 | 1 | 4 | 1427-0000 | |
| 162303 | 162322 | 176593 | FULLERS CORNER STOR | RR 1 BOX 547 | NORTHVILLE | NY | 12134 | 1 | | | | 1 | | |
| 162303 | 162324 | 177257 | FRANKS MARKET | 261 W FULTON ST | GLOVERSVILL | NY | 12078 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162324 | 240242 | HOLMES & KUGLER | 717 NOTT ST | SCHENECTADY | NY | 12308 | 1 | | 3 | 2 | 6 | | |
| 162303 | 162324 | 287798 | PHILBROOKS MARKET | 27 MAIN STREET | FULTONVILLE | NY | 12072 | 1 | 1 | 1 | | 3 | | |

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51845 8420

WHOLESALE : 194040 FINKLE DISTRIBUTORS, INC. <DIRECT>
 TEMPLATE : 800438 80600 SAL 98 .30/1 NO
 SALES LEVEL : 16XXXX

| TERR | RETAIL | ACCT | NAME | ADDRESS | CITY | ST | ZIP | M85 QTY | M100 QTY | LT M85 QTY | LT M100 QTY | TOTAL QTY | CHAIN-ID | SUPPLIER |
|--------|--------|--------|---------------------|-------------------|-------------|----|-------|------------|-------------|------------------|-------------------|--------------|-----------|----------|
| 162303 | 162234 | 363861 | FT PLAIN NEWS | 58 MAIN ST | FORT PLAIN | NY | 13339 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162234 | 440243 | CONVENIENT CORNERII | 5 COMERIE AVENUE | JOHNSTOWN | NY | 12095 | 1 | 1 | 1 | 1 | 4 | 3643-0000 | |
| 162303 | 162322 | 472795 | MINI KWIK | ROUTE 30 | AMSTERDAM | NY | 12010 | 1 | | 5 | | 6 | | |
| 162303 | 162234 | 502775 | LEWIES SUPERMARKET | 19 STATE STREET | FORT PLAIN | NY | 13339 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162324 | 528013 | ALBANY BEVERAGE | 3899 CARMEN RD | SCHENECTADY | NY | 12303 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162322 | 546784 | CONVENIENT CORNER I | ROUTE 30 | BROADALBIN | NY | 12025 | 1 | 1 | 1 | 1 | 4 | 3643-0000 | |
| 162303 | 162234 | 558185 | MINI KWIK | 207 W FULTON ST | GLOVERSVILL | NY | 12078 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162324 | 565311 | UPTOWN BEVERAGE | 1866 ALTAMONT AVE | SCHENECTADY | NY | 12303 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162324 | 569644 | J P GAS & MART | 281 ALTAMONT AVE | SCHENECTADY | NY | 12304 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162324 | 571262 | GUILDERLAND GETTY | 167 MAIN ST | GUILDERLAND | NY | 12085 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162322 | 577317 | MARK COLONEY | D/B/A COLONEY SAL | NORTHVILLE | NY | 12134 | 1 | | 1 | 1 | 3 | | |
| 162303 | 162322 | 579941 | COUNTRY CUPBOARD | RT 5 SOUTH | PATTERSONVI | NY | 12137 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162322 | 586076 | TIMAR'S ENTERPRISES | 437 SARATOGA RD | SCOTIA | NY | 12302 | 1 | | 1 | 1 | 3 | | |
| 162303 | 162324 | 626474 | HOLMES & KUGLER | 127 ERIE BLVD | SCHENECTADY | NY | 12308 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162234 | 642209 | ERICA'S | 82 WEST EIGHT AVE | GLOVERSVILL | NY | 12078 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162234 | 642210 | O'BRIEN VIDEO | 60 1/2 ELMWOOD DR | GLOVERSVILL | NY | 12078 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162322 | 669794 | MARIANVILLE LAKESID | 8865 MARIANVILLE | PATTERSONVI | NY | 12137 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162234 | 671343 | FUEL & FOOD | 3006 RD 1 & RT. 3 | GLOVERSVILL | NY | 12078 | 2 | | 1 | | 3 | | |
| 162303 | 162234 | 693380 | MARIANNE'S MINI MAR | 1008 ST HWY 29A | GLOVERSVILL | NY | 12078 | 1 | | | 3 | 4 | | |
| 162303 | 162234 | 700524 | JOHNSTOWN BEVERAGE | 490 N PERRY ST | JOHNSTOWN | NY | 12095 | 2 | 1 | | | 4 | | |
| 162303 | 162324 | 704359 | CARMEN GETTY | 3300 CARMEN RD | SCHENECTADY | NY | 12303 | 1 | 1 | 1 | | 3 | | |
| 162303 | 162324 | 739081 | A&S MART INC. | 2501 ALBANY ST | SCHENECTADY | NY | 12304 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162234 | 745229 | JEN'S CORNER DELI | 500 N MARKET ST | JOHNSTOWN | NY | 12095 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162234 | 757103 | TWINS | SEC INC. | JOHNSTOWN | NY | 12095 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162234 | 763064 | MINI CHIPPER #72 | 394 N MAIN ST | GLOVERSVILL | NY | 12078 | 1 | 1 | 1 | 1 | 4 | 1427-0000 | |
| 162303 | 162234 | 764466 | NANCY'S | 7209 MOHAWK DRIVE | TRIBES HILL | NY | 12177 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162324 | 767243 | MINI CHOPPER #85 | 1810 VAN VRANKEN | SCHENECTADY | NY | 12308 | 1 | 1 | 1 | 1 | 4 | 1427-0000 | |
| 162303 | 162324 | 767268 | EASTERN PARKWAY #70 | 838 MCCLELLAN ST | SCHENECTADY | NY | 12304 | 1 | 1 | 1 | 1 | 4 | 1427-0000 | |
| 162303 | 162324 | 767617 | TIFFANNY'S PETRO | 8413 WESTERN TPKE | DELANSON | NY | 12053 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162322 | 767809 | NORTHVILLE ROBIN SE | MAIN & BRIDGE | NORTHVILLE | NY | 12134 | 1 | | 1 | 2 | 4 | 3643-0000 | |
| 162303 | 162234 | 779803 | FOUR CORNERS GROCER | MAHAKALI, INC. | GLOVERSVILL | NY | 12078 | 1 | 1 | 1 | 1 | 4 | | |
| 162303 | 162322 | 790290 | ON THE RUN #08724 | 245 SARATOGA RD | SCOTIA | NY | 12302 | 1 | 1 | 1 | 1 | 4 | 1449-0000 | |
| 162303 | 162324 | 794579 | WESTMERE CITGO | 1979 WESTERN AVE | ALBANY | NY | 12203 | 1 | 1 | 1 | 1 | 4 | | |
| 162304 | 162321 | 175519 | BONFARE FN FD | 2 SOUTH ST | BALLSTON SP | NY | 12020 | 2 | 2 | 1 | 2 | 7 | | |
| 162304 | | 176137 | LISHAKILL MARKET | 214 LISHAKILL RD | SCHENECTADY | NY | 12309 | 1 | 1 | 1 | 1 | 4 | | |
| 162304 | 162321 | 176471 | MINI CHOPPER #71 | 54 CHURCH ST | SARATOGA SP | NY | 12866 | 1 | 1 | 1 | 1 | 4 | 1427-0000 | |
| 162304 | 162322 | 176552 | DICK & JERRY'S | ROUTE 29 & ROUTE | GALWAY | NY | 12074 | 1 | 1 | 1 | 1 | 4 | | |
| 162304 | 162322 | 176553 | VASELS STATION | ROUTE 29 RD 1 | GALWAY | NY | 12074 | 1 | | | | 1 | | |
| 162304 | 162321 | 176702 | MINI CHOPPER #61 | 91 N MAIN ST | MECHANICVIL | NY | 12118 | 2 | 2 | 2 | 2 | 8 | 1427-0000 | |
| 162304 | 162321 | 330697 | TOPEDA, INC. | DBA WATSON'S GROC | COHOES | NY | 12047 | 2 | 2 | 2 | 2 | 8 | | |
| 162304 | 162321 | 361644 | WEVER MOBIL MART | 219 GUIDEBOARD RO | HALFMOON | NY | 12188 | 1 | 1 | 1 | 1 | 4 | | 916379 |
| 162304 | 162321 | 410914 | SCHAGHTICOK CARWAS | MAIN STREET | SCHAGHTICOK | NY | 12154 | 1 | | 1 | 1 | 3 | | |
| 162304 | 162321 | 450796 | WILTON MOBIL MART | 216 BALLARD RD | GANSEVOORT | NY | 12831 | 1 | 1 | 1 | 1 | 4 | | |

WHOLESALE : 194040 FINKLE DISTRIBUTORS, INC. <DIRECT>
 TEMPLATE : 800438 80600 SAL 98 .30/1 NO
 SALES LEVEL : 16XXXX

| TERR | RETAIL | ACCT | NAME | ADDRESS | CITY | ST | ZIP | M85 QTY | M100 QTY | LT M85 QTY | LT M100 QTY | TOTAL QTY | CHAIN-ID | SUPPLIER |
|--------|--------|--------|---------------------|-------------------|--------------|----|-------|------------|-------------|------------------|-------------------|--------------|-----------|----------|
| 162304 | 162321 | 484757 | WEVER MOBIL MART | 75 HUDSON AVENUE | STILLWATER | NY | 12170 | 1 | | 1 | 1 | 3 | | |
| 162304 | 162321 | 553883 | BONFARE FN FD | 488 GEYSER RD | BALLSTON SP | NY | 12020 | 1 | | 1 | | 2 | | |
| 162304 | 162321 | 624483 | U.S. FOOD MART | 118 GARNER STREET | COHOES | NY | 12047 | 1 | 1 | 1 | 1 | 4 | | |
| 162304 | 162321 | 677775 | GEMMETT RAINBOW | 3775 LEWIS RD | BALLSTON SP | NY | 12020 | | 1 | 1 | 1 | 3 | | |
| 162304 | 162321 | 689443 | MALTA CORNER | 2465 ROUTE 9 | BALLSTON SP | NY | 12020 | 2 | 2 | 2 | 2 | 8 | | |
| 162304 | 162324 | 705684 | NISKAYUNA MOBIL | 1502 BALLTOWN RD | NISKAYUNA | NY | 12309 | 2 | 1 | 3 | 8 | 14 | | |
| 162304 | 162321 | 724732 | GETTY MART #58704 | 253 MILTON & PROS | BALLSTON SP | NY | 12020 | 2 | 2 | 2 | 2 | 8 | | |
| 162304 | 162321 | 744043 | WEVER CAR WASH | CORNER RT 29 & 40 | GREENWICH | NY | 12834 | 1 | 1 | 1 | 1 | 4 | | |
| 162304 | 162321 | 747501 | PAULIE PROVISIONS | 12 WASHINGTON AVE | WATERFORD | NY | 12168 | 1 | | 3 | 4 | 8 | | |
| 162304 | 162321 | 777274 | CAPUTO'S APLUS60036 | 521 BROADWAY | SARATOGA SP | NY | 12866 | 1 | 1 | 2 | 2 | 6 | 0362-0101 | |
| 162304 | 162322 | 777276 | LATHAM FOOD MART | 389 TROY SCHENECT | LATHAM | NY | 12110 | 2 | 2 | 2 | 2 | 8 | | |
| 162305 | 162322 | 176021 | EMIL'S NEWS | 99 WASHINGTON AVE | ALBANY | NY | 12210 | 2 | 1 | 2 | 2 | 7 | | |
| 162305 | 162326 | 241413 | KETCHUM'S GENERAL | RT 143 PO BOX 212 | WESTERLO | NY | 12193 | | 1 | | 1 | 2 | | |
| 162305 | 162322 | 385765 | ALBANY NEWS & VARIE | 396 CENTRAL AVE | ALBANY | NY | 12206 | 1 | 1 | 1 | 1 | 4 | | |
| 162305 | 162322 | 453011 | HAGMART INC | 791 NEW SCOTLAND | ALBANY | NY | 12208 | 1 | 1 | 1 | 1 | 4 | | 958074 |
| 162305 | 162234 | 506336 | LINDY'S QUICK SHOPP | 1 MAIN ST | WORCESTER | NY | 12197 | 1 | 1 | 1 | 1 | 4 | | 911065 |
| 162305 | 162322 | 542554 | A-PLUS #60009F | 1221 WESTERN AVE | ALBANY | NY | 12203 | 2 | 1 | 2 | 2 | 7 | 0362-0102 | |
| 162305 | 162322 | 571197 | HAGMART WEST INC | 1181 WESTERN AVE | ALBANY | NY | 12203 | 1 | 1 | 1 | 1 | 4 | | 958082 |
| 162305 | 162324 | 653563 | HAGMART NORTH, INC. | 106 MAPLE AVE | VOORHEESVIL | NY | 12186 | 1 | 1 | 1 | 1 | 4 | | 939942 |
| 162305 | 162326 | 660703 | DELAWARE & ELM MOBI | 594 DELAWARE AVE | DELMAR | NY | 12054 | 2 | 2 | 2 | 2 | 8 | | |
| 162305 | | 677846 | L&P COLONIAL MARK I | RT. 23A | TANNERSVILL | NY | | 1 | 1 | 1 | 1 | 4 | | |
| 162305 | 162326 | 682879 | J&B'S DELI | 2510 ROUTE 9W | RAVENA | NY | 12143 | 1 | 1 | 1 | 1 | 4 | | |
| 162305 | 162327 | 693697 | GUJAR PETROLEUM | 336 E CHESTER ST | KINGSTON | NY | 12401 | 1 | 1 | 1 | | 3 | | |
| 162305 | 162326 | 698974 | RAVENA MARI CONVENI | RT. 9W & 146 | RAVENA | NY | 12143 | 1 | 1 | 1 | 1 | 4 | | |
| 162305 | 162322 | 700333 | QUAIL STREET NEWS | 122 QUAIL ST | ALBANY | NY | 12206 | 2 | 1 | 1 | 1 | 5 | | |
| 162305 | 162327 | 721873 | AIS PETROLEUM | 585 BROADWAY | KINGSTON | NY | 12401 | | 2 | 1 | 1 | 4 | | |
| 162305 | 162328 | 766856 | FT & SAMI, INC. | ROUTE 28 & ZENA R | KINGSTON | NY | 12401 | 1 | 1 | 1 | 1 | 4 | | 949867 |
| 162305 | 162326 | 767885 | JANES VARIETY II | 149 2ND AVE | ALBANY | NY | 12202 | 2 | 2 | 2 | 2 | 8 | | |
| 162305 | 162234 | 785758 | WORCESTER CONVENIEN | 310 MAIN ST | WORCESTER | NY | 12197 | | | | 1 | 1 | | 976043 |
| 162306 | 162325 | 176084 | WALT'S GROCERY R | 47 WASHINGTON ST | RENSSELAER | NY | 12144 | 1 | 1 | 3 | 2 | 7 | | |
| 162306 | 162325 | 357600 | WALT'S GROCERY T | 77-81 CONGRESS ST | TROY | NY | 12180 | 1 | 1 | 2 | 1 | 5 | | |
| 162306 | 162326 | 508996 | W SAND LAKE MOB08F1 | RT 150 & RT 43 | WEST SAND L | NY | 12196 | 2 | 2 | 2 | 1 | 7 | | 974964 |
| 162306 | 162325 | 514679 | WALT'S GROCERY H | 109 HAMPTON AVE | RENSSELAER | NY | 12144 | 2 | 2 | 1 | | 5 | | |
| 162306 | 162326 | 580521 | GREENBUSH TAPE&LABE | DBA JIFF E MART | AVERRILL PAR | NY | 12018 | 1 | 1 | 1 | | 3 | | 931667 |
| 162306 | 162326 | 619795 | MINI CHOPPER #86 | 53 MAIN ST | CHATHAM | NY | 12037 | 1 | 1 | 1 | 1 | 4 | 1427-0000 | |
| 162306 | 162327 | 705374 | M&S MART, INC. | 6337 RT. 209 & 42 | KERHONKSON | NY | 12446 | 3 | 3 | 3 | 1 | 10 | | |
| 162306 | 162326 | 724750 | CPF SUNOCO VALATIE | 3360 ROUTE 9 | VALATIE | NY | 12184 | 1 | 1 | 1 | 1 | 4 | | 964684 |
| 162306 | 162325 | 728378 | US MOBIL MART | 295 COLUMBIA TPKE | RENSSELAER | NY | 12144 | 2 | 2 | 2 | 3 | 9 | | |
| 162306 | 162326 | 766887 | E-Z MART | RT 20 & 22 | NEW LEBANON | NY | 12125 | 2 | 2 | 2 | 4 | 10 | | 930719 |
| 162306 | 162325 | 774586 | EXXON WYNANTSKILL | 63 MAIN AVE | WYNANTSKILL | NY | 12198 | 1 | 1 | 1 | 1 | 4 | | |
| 162308 | 162329 | 444732 | MALWA CORPORATION | 266 STATE ROUTE 5 | LAGRANGEVIL | NY | 12540 | 1 | 1 | 1 | 1 | 4 | | 943266 |
| 162308 | 162329 | 701398 | GARCHA PETROLEUM CO | 127 W MAIN ST | WAPPINGERS | NY | 12590 | 1 | | 1 | | 2 | | |
| 162308 | 162328 | 740272 | COBBLE POND FARMS | ROUTE 82 | STANFORDVIL | NY | 12581 | 1 | 1 | 1 | 1 | 4 | | |

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WORKPLAN VAP TEMPLATE LISTING

PAGE: 16
DATE: 98-04-03
TIME: 01:46 PMWHOLESALE : 194040 FINKLE DISTRIBUTORS, INC. <DIRECT>
TEMPLATE : 800438 80600 SAL 98 .30/1 NO
SALES LEVEL : 16XXXX

| TERR | RETAIL | ACCT | NAME | ADDRESS | CITY | ST | ZIP | M85 QTY | M100 QTY | LT M85 QTY | LT M100 QTY | TOTAL QTY | CHAIN-ID | SUPPLIER |
|--------|--------|--------|---------------------|-------------------|---------|----|-------|------------|-------------|------------------|-------------------|--------------|----------|----------|
| 162605 | 162620 | 268514 | ALMEKINDER JUBILEE | 1228 STATE ROUTE | ONTARIO | NY | 14519 | 2 | 2 | 2 | 2 | 8 | | |
| 162605 | 162624 | 576817 | LIL COUNTRY STORE | RT 350 & 31F | MACEDON | NY | 14502 | 1 | 1 | 1 | 1 | 4 | | |
| 162605 | 162231 | 715529 | NINETY SIX CONNECTI | RT 96 & MILL STRE | CANDOR | NY | 13743 | 2 | 1 | 2 | 1 | 6 | | |
| 162605 | 162624 | 722996 | THE STATION | 3290 CANADAIGUA R | MACEDON | NY | 14502 | 1 | 1 | 1 | 1 | 4 | | |

PAGE BREAK TOTAL ACCOUNTS 132 TOTAL QUANTITY 146 120 161 147 574

TEMPLATE TOTAL ACCOUNTS 132 TOTAL QUANTITY 146 120 161 147 574

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